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: CIA-RDP90G01353R001400120006-2

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Central Intelligence Agency

ER 88-3313X/2



Washington, D.C. 20505

28 SEP 1988

First DeFence International Security Company  
1101 Pasture Lane  
Columbia, South Carolina 29201

Attention: Mr. Ellis C. MacDougall

Dear Mr. MacDougall:

Your letter and descriptive literature to the Director has been forwarded to this office for action. In order to be placed on our Bidders Mailing List, we would appreciate your completing and returning the enclosed Solicitation Mailing List Application and Certificate Pertaining to Foreign Interests (TO BE COMPLETED BY THE PARENT COMPANY) to the address below:

Procurement Management Staff  
Office of Logistics  
Central Intelligence Agency  
Washington, D.C. 20505

Upon receipt of the completed forms, the name of your company will be placed on our Bidders Mailing List. Your descriptive literature and forms will be forwarded to those components within this Agency who would have an interest in your capabilities. The interested component will contact you directly when there is a need or a requirement.

Thank you for offering your services to the Central Intelligence Agency.

Sincerely,

[Redacted Signature]

STAT

Procurement Management Staff  
Office of Logistics

Enclosures



L-2311R

EXECUTIVE REGISTRY

88-3313X/1

14 SEP 1988

# **FIRST DE**

**INTERNATIONAL SECURITY CO.**

August 31, 1988

Judge William H. Webster, Director  
Central Intelligence Agency  
Washington, DC 20205

Dear Judge Webster:

You recently received a letter from Congressman Floyd Spence of South Carolina regarding our newly developed security fence.

Additionally, presentations on First DeFence have been made to your agency and to other Federal agencies concerned with security issues. Every individual to whom we have spoken, enthusiastically endorsed our product. Eventually, however, the question was always raised as to national testing.

While we have certainly conducted tests of our own, to date we are still seeking testing from an entity acceptable to your department.

As Congressman Spence mentioned, our fence is unique enough that it was awarded a United States Patent. We combine our overall design with a welded steel fencing fabric used extensively in Europe and The Middle East because it is extremely difficult to climb, cut through, or tunnel under without detection. We do all of this with limited, if any, use of barbed tape thereby keeping cost as low as possible. The result is a cost effective, aesthetically pleasing, extremely strong security fence.

I have enclosed a brochure and video tape for your perusal. The tape demonstrates the effectiveness of First DeFence even on a short section. Please keep in mind this test section was built by South Carolina prison inmates so it is not the best quality. A new professionally constructed test fence has since been erected.

As you can see from our attached list of jobs, First DeFence has already gained the confidence of our first target market - Corrections. Of course we can provide protection from either direction by simply turning the fence around.

1101 PASTURE LANE COLUMBIA, SC 29201

1-800-845-2526 OR IN SC, (803) 799-2036 FAX (803) 256-1047

EXECUTIVE SECRETARIAT

ROUTING SLIP

TO:

		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI				
6	DDA	X	(WITH VIDEOTAPE)		
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OCA				
14	D/PAO				
15	D/PERS				
16	D/Ex Staff				
17	D/Logistics		X		
18	<u>ER</u>				
19					
20					
21					
22					
		SUSPENSE _____ Date			

Remarks

STAT

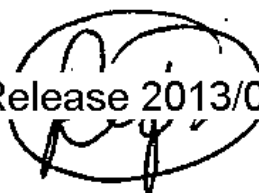
ER 88-3313X/1

Executive Secretary

13 Sept '88

Date

3637 (10-81)



CONTROL NO. \_\_\_\_\_

CROSS REF: ER 3313X-88

PRIOR PAPERS ON THIS SUBJECT: NO ☒ YES

PRIOR CORRES SENT TO: \_\_\_\_\_

OTHER COMMENTS: \_\_\_\_\_

EXECUTIVE REGISTRY FILE NO: L 231 IR

CROSS REF: \_\_\_\_\_

Executive Registry

88-3313X/1

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INTERNATIONAL SECURITY CO.

August 31, 1988

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Central Intelligence Agency  
Washington, DC 20205

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DCI  
EXEC  
REG

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L-231-R

Judge Webster  
August 31, 1988  
Page 2

Any support or direction you can give us in obtaining the necessary national testing will be most appreciated.

Sincerely,

FIRST DEFENCE INTERNATIONAL SECURITY CO.

A handwritten signature in cursive script, reading "Ellis C. MacDougall".

Ellis C. MacDougall,  
Partner

ECM/rp  
Enclosures

## FIRST DEFENCE PROJECTS TO DATE - AUGUST 1988

Facility/Operator	Location	Security Level	Construction Start	Completion Date
Hamilton Correctional Institute, FL Dept. of Corrections	Jasper, Florida	Medium		July 1987
Vernon Mental Health Facility, TX Dept. of Mental Health	Vernon, Texas	Maximum		April 1988
Plymouth House of Corrections, Plymouth County	Plymouth, Massachusetts	Medium to Maximum	April 1988	July 1988
Hernando County Jail Hernando County	Brookville, Florida	Medium to Maximum	May 1988	August 1988
Jean Correctional Institution, NV Dept. of Corrections	Jean Nevada	Medium to Maximum	May 1988	Sept. 1988
Marion County Youth Detention Marion County	Indianapolis, Indiana	Medium	June 1988	June 1990
Texas Dept. of Corrections, Juvenile	Gainsville Texas	Medium	Summer 1988	Fall 1988
Kansas Dept. of Corrections Mental Health	Norton, Kansas	Medium to Maximum	Fall 1988	Fall 1988
Kansas Dept. of Corrections Mens Prison	Hutchinson, Kansas	Medium to Maximum	Fall 1988	Fall 1988



Central Intelligence Agency



Washington, D C 20505

OCA 88-2906

02 SEP 1988

The Honorable Floyd Spence  
House of Representatives  
Washington, DC 20515

Dear Mr. Spence:

The Director has asked me to respond to your letter of 19 August 1988 on behalf of your constituent, Mr. Ellis MacDougall, president of First Defence, who is interested in making his unique fence design available to the Central Intelligence Agency.

Our Office of Logistics handles the evaluation of new equipment and the first step would be for First Defence to send a brochure describing this fence. In keeping with our security concerns, Logistics also requires that companies provide information on their possible foreign ownership. I have enclosed the appropriate forms and ask that the management of First Defence forward the completed forms, along with the brochure to:

Procurement Management Staff  
Office of Logistics  
Central Intelligence Agency  
Washington, DC 20505

Upon receipt of the completed forms and brochure, the Procurement Management Staff will route the material to the appropriate components. If a requirement exists, the interested component will contact Mr. MacDougall directly.

Thank you for writing on behalf of Mr. MacDougall.

Sincerely,

[Redacted Signature]

John L. Helgerson  
Director of Congressional Affairs

Enclosure

Distribution:

Orig - Addressee

1 - DDA

1 - ER

1 - D/OS/DA

1 - D/SEO

1 - OCA Record

1 - [Redacted] Chrono

1 - D/OCA

1 - OL/PMS

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## EXECUTIVE SECRETARIAT

## ROUTING SLIP

TO:

		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	DDI				
6	DDA		X		
7	DDO				
8	DDS&T				
9	Chin/NIC				
10	GC				
11	IG				
12	Compt				
13	D/OCA	X			
14	D/PAO				
15	D/PERS				
16	D/Ex Staff				
17	D/OS/DA		X		
18	D/SEO		X		
19					
20	<b>ER</b>		X		
21					
22					
SUSPENSE		7 Sep 88 Date			

Remarks

To # 13: Please have acknowledgment for DCI signature.

STAT

Executive Secretary

22 AUG 88

Date

FLOYD SPENCE  
2D DISTRICT, SOUTH CAROLINA

WASHINGTON OFFICE:  
2113 RAYBURN HOUSE OFFICE BUILDING  
AREA CODE 202, 225-2452

DISTRICT OFFICES:  
140 STONERIDGE DRIVE  
SUITE 140  
COLUMBIA, SC 29210  
AREA CODE 803, 254-5120  
AND  
1681 CHESTNUT STREET NE.  
P.O. Box 1609  
ORANGEBURG, SC 29116-1609  
AREA CODE 803, 536-4641

# Congress of the United States

## House of Representatives

Washington, DC 20515

August 19, 1988

COMMITTEES:  
ARMED SERVICES  
STANDARDS OF  
OFFICIAL CONDUCT  
SELECT COMMITTEE ON AGING

COUNTIES:  
BAMBERG LEXINGTON  
CALHOUN ORANGEBURG  
RICHLAND

KEN BLACK  
ADMINISTRATIVE ASSISTANT  
S.H. "SAMMY" HENDRIX  
DISTRICT ADMINISTRATOR

Director,  
Central Intelligence Agency  
Washington, D.C. 20205

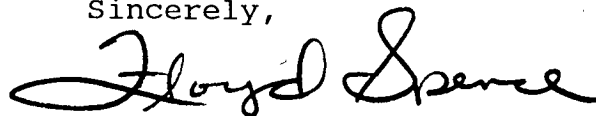
Dear Judge Webster:

Just recently a new security fence was developed by a firm in my Congressional district, First Defence International Security Company of Columbia, South Carolina. While I obviously am not in a position to evaluate the technical aspects of this security device, on the surface it seems that it could significantly enhance the physical security of our sensitive facilities. In fact, I am advised that the U.S. Patent Office has recognized the uniqueness of First Defence's new product by taking the unusual step of issuing the company a patent for fence design.

The physical security of our sensitive facilities is a concern we share. Mr. Ellis MacDougall, president of First Defence, believes that his company's fence could provide better protection of these facilities than is provided by the systems currently being utilized and, at the same time, offer the potential for cost savings to the government.

It occurs to me that you may want to conduct a test to determine First Defence's capabilities. Any promising new concept or design which may improve our security should be given full consideration in order to determine how it may best be utilized to serve the national interest. I have requested the firm to send you a brochure on its product.

Sincerely,



FLOYD D. SPENCE  
Member of Congress

FDS/jg

DCI  
EXEC  
REG

L-231-15